

The Hood River Glacier.

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No. 1

"The flight of time should encourage all who work to put part of their earnings in the Bank."



All your labor proves profitless unless you have something to show for the time you have toiled.

A Bank account is the best record of industry and worthiness. It is easy to start and the best friend you have. It is a stepping stone to success; an honor to the possessor and the envy of the spendthrift. We help others save, why not you? Begin with \$1.

4% Interest Paid on Savings

FIRST NATIONAL BANK

Capital \$100,000 Surplus \$36,000

Bank Advertisement No. 54

"Blessings on the man who smiles! I do not mean the man who smiles for effect, nor the one who smiles when the world smiles. I mean the man whose smile is born of an inner radiance, the man who smiles when the clouds lower, when fortune frowns, when the tides are adverse. Such a man not only makes a new world for himself, but he multiplies himself an hundred fold in the strength and courage of other men."—George L. Perin.

One of the watchwords of our office force is cheerfulness.

It is our aim to perform any duties entrusted to us by our customers faithfully, cheerfully and efficiently. We have a Savings Department in which we pay interest at the rate of 4% and we are prepared to do well all the things that are done by a well regulated country bank.

Our best advertisement is our long list of satisfied depositors.

BUTLER BANKING CO.

Get on the Safe Side

It is a good deal better to be safe than to be sorry. That is why it is good to be on the safe side by saving a little money. It often happens that a little savings account at the bank has carried people over times when they would have been mighty sorry without it. No matter how small your earnings, pinch out a little and put it in the bank. It will grow and you will take pride in seeing it increase and thankful that you started

Hood River State Bank

FORD

THE UNIVERSAL CAR

Barring the unforeseen, each retail buyer of a new Ford car, between August 1914 and August 1915, will receive from \$40 to \$60 as a share of the Ford Motor Company's profits.

For strength, light weight and dependable power, the Ford car is without a peer. Economical, too, averaging two cents a mile for operation and maintenance.

On display and sale by

Columbia Auto & Machine Co.

LONG TIME credit houses must get long prices. Goods sold on twelve months time must pay two or more profits.

List up \$50.00 you have paid such houses and compare with our prices.

We Offer You 60 Days Credit

Because that is best we could get.

We Offer You 5 per cent for Cash

Because that is what we get plus the insurance, expense of bookkeeping, stamps, etc.

We Charge Interest if Over Time Is Taken

Because we cannot borrow money without paying interest.

The net result after three years is that the increased percentage of cash received creates a change in ratio of turnover that enables us to reduce price level, while the 5% for cash is always that much less than you are buying for.

Let us show you the facts and the goods.

Stewart Hardware & Furniture Co.

IF IT ISN'T AN EASTMAN IT ISN'T A KODAK.
IF IT ISN'T A KODAK, IT ISN'T AUTOGRAPHIC
IF IT ISN'T AUTOGRAPHIC, IT ISN'T UP-TO-DATE.

Hence:

IF IT ISN'T AN EASTMAN, IT ISN'T UP-TO-DATE

All 1915 Folding Kodaks are Autographic
Let us furnish and finish your Autographic Films

Kresse Drug Company

The *Rexall* Store

Victor Victrolas and Records

Satisfactory Titles

are demanded by the wise buyer. Our work is unquestioned and guarantees protection.

Satisfactory Insurance

is deemed a necessity by the wise property owner. We represent 10 strong companies and have millions of insurance in the Valley

Satisfactory Bonds

may sometime be required of you, contract, court or security. When in need of such service inquire of us.

Hood River Abstract Company

If Your Apples Have Scab

Get into the dairy business. We are in the market for more cream. We can also use a limited amount of whole milk. Our CREAM CHECKS are mailed to reach our customers the fifteenth of each month. Last month we sent out over eighty. This month they will go over ninety. You should have one also.

We made 5,000 pounds of BUTTER IN APRIL lacking one pound. In May we made over 1,600 lbs. a week and we are selling every pound we make. If we made more we could sell it also. We want to make more. Will you help us?

Hood River Creamery Co.



The Best Coffee on Earth—Sold only at
The Star Grocery, Perigo & Son
"GOOD THINGS TO EAT"

CONFIDENCE IS EXPRESSED

SIEG ISSUES BOOKLET TO GROWERS

Co-Operation and Common Sense Distribution are Advised by Sales Manager

Last week a circular booklet, written by Wilmer Sieg, entitled "A Few Thoughts From the Sales Manager. With an Urgent Request for Your Attention," was distributed to the grower members of the Apple Growers Association. Significant extracts from the booklet appear below.

I am truly grateful for the confidence expressed in me in calling me back to the northwest. I was perfectly willing to cut loose from all obligations, burn my bridges behind me and link my future with yours. My furniture is here; I have gone to housekeeping and want to be a permanent citizen of Hood River, realizing fully that my future can be just what you help me to make it. My whole time, thought and attention will be devoted toward trying to solve the mighty big problem that confronts us, and the only help I want in solving this problem is your cooperation.

An experience of nearly 30 years in marketing fruit products, together with a constant study during the last three years of such points as would concern your interests, prompts this circular at this time.

In the first place, let me say that from a logical standpoint there never should be local competition in the handling or marketing of Hood River fruit. I take the stand that we have in Hood River, to a degree, a special product, the distribution of which cannot be competitive with the northwest in general, because our main varieties (Spitzenburgs and Newtowns) as grown here are not produced to equal advantage elsewhere. With this feeling that we produce a special product, we of Hood River need not worry as to crop conditions of any section. There is always room at the top, there is always a market for a specialty, provided we make it a specialty by adopting the two cardinal principles: first, monopoly of product; second, common sense distribution.

It is very regrettable therefore that the only harmful competition we have comes from among ourselves, and I am in hopes that the sun will soon shine bright enough to let us see the error of our ways.

I start the season with the warmest feelings towards all shipping organizations in the northwest and with a willingness to cooperate with them in any and all ways that will best protect your interests.

We intend to market our products direct because we feel that the maximum results can be secured for Hood River through the medium of direct attention and direct sales service and this can only be attained by direct effort under your own guidance.

It is our purpose to specialize Hood River fruit every day in the year and we are building up a sales force in every portion of the United States that will work for Hood River superiority.

You have at the present time facilities sufficient at Hood River to properly house such proportion of your crop as should be held here. The duplication of expense of having new warehouses at this time is unwarranted and means only unnecessary debts that you must pay in the future.

You have at your command now the finest terminal facilities in the northwest and I do not think that any section in these United States that offers the producer the same chance for protection at the same light expense.

Your own interests are founded on economy of handling and results secured for your product. The protection of your own interests demand closer cooperation at home and the full use of your own warehouse facilities.

Hood River is practically the smallest apple section in the northwest. This valley can produce a greater than the counties that nature gave it. In years past you have built up a record for quality that is still an asset to you. No other section can steal your name and with the protection that Providence has given you, if you cannot monopolize your product and obtain the commercial advantage that lies at your door, our hopes for the future must be founded on sand.

I come to you as a specialist to diagnose your trouble, to locate the weak spots and stop the leaks. Sales service is not the only cure we need, but we must blame a tax inspection for a certain share of our evils. I have been at both ends of the line. I have been at home as well as in the market and if I cannot change these conditions I will have failed in my duty.

There has been a period of demoralization and we want to profit by experience and not experiment. There are too many in the field trying to feed on the dissatisfaction of the grower in all sections. The medicine must fit the disease. Don't look to short crop seasons for your salvation because short crops are only periodical, and if we depend on them our orchards will have little or no value.

Persistent organization, cooperation at home and common sense sales methods are your safeguards for the future. Another important fact to be taken into consideration is that the brands we are building up are your brands and can never be taken away from you—because we specialize Hood River exclusively. No matter what may happen to the Association in the future, its method of work and its established brands will all inure to the benefit of Hood River in general. The brands others are putting out mean nothing to you because you do not control them. Should any occasion arise wherein others would not continue to enter into the marketing of your fruit, these brands could be taken away and other sections with even moderate amounts of the same variety of fruit would profit from your work. Think this over; it's worth while.

The season past was full of disappointments, but the Apple Growers Association, box for box, and grade for grade, will return more net money to its members than any other organization in the northwest. If you can accomplish this result when working

jointly with the entire northwest, cannot you figure out the benefits to be derived when working alone and specializing our product?

When it comes to handling a tonnage such as Hood River can furnish, and when we can figure for all time to come that the biggest percentage of our product will be Spitzenburgs and Newtowns, I believe I am in position to know positively the value of a local organization as compared with a general organization. The sales effort we put forth on the main varieties we specialize will certainly show a beneficial effect as well on the several hundred cars of odd varieties grown here that are necessarily competitive with the same varieties grown elsewhere in the northwest.

Another thought I want to create in—that taking into consideration the main varieties we grow, and the splendid terminal facilities we have for the protection of our fruit, I firmly believe that to other sections in the entire northwest is as well equipped as is Hood River; provided we cooperate among ourselves by protecting your Association and making quality a factor in our output.

The future of this valley is going to be what you make it, and every grower in this valley will be a dominant factor in the building of success or the creation of demoralization. The building of right lines and creating the fullest measure of confidence among ourselves no factor plays so important a part as the method of fruit inspection. I am glad to report that your directors have placed that important department in the hands of Sam G. Campbell. This gentleman is too well known to need any introduction and returns to us after two years spent in working through the entire northwest. Mr. Campbell brings to us an experience from both the producing and marketing ends that is guaranteed to all and will be a factor in bringing Hood River to the front.

LOCAL ROSE SHOW SET FOR SATURDAY

Hood River will have its first rose carnival and show next Saturday afternoon and evening at the Unitarian church. The display of wonderful blossoms that may be seen on every hand here will be made. The rose show was inspired by a visit of Mrs. William Stewart to the West Side place of Mr. and Mrs. Robert G. Dieck.

"I want the Hood River people to see some of these wonderful roses of yours," said Mrs. Stewart, "and I am sure you would exhibit some of them at a show, provided we have one." Mrs. Dieck assented at once, expressing her wonder that Hood River has never before had a rose show. Mrs. Dieck has a wonderful collection of roses and other flowers at "Topside" ranch. Her Irish roses, a new and beautiful variety, are now blooming. She captured prizes at the Portland rose show last year with some of her flowers grown here, and varieties that will be exhibited Saturday will be taken to Portland.

The rose gardens of Hood River have never been more beautiful. Mr. and Mrs. W. F. Laraway, who have a beautiful collection, the flowers completely surrounding their home on Front street, have floral gems of which anyone would be proud. Mrs. J. W. Armstrong, on the Heights, has acres of different varieties, well cared for and beautiful. Mrs. Stewart, who is promoting the show, has one of the handsomest gardens in the city. Judge Derby has a collection of rare rose plants.

Others who have fine roses and who with the above named rose fanciers are expected to exhibit specimens of their flowers Saturday are W. B. McGuire, D. G. Jackson and E. A. Franz. "Hood River apples are known throughout the world over," says Mrs. Stewart. "And they say that 'The Whole World Knows the Portland Rose.' And the Hood River rose is every bit as fine as that of Portland."

Everyone in city or country is invited to exhibit flowers at the Saturday show. It is probable that many with some of the rarest flowers are not known, and it is hoped that all will take this opportunity to bring in their flowers. Those who wish to plant rose gardens and who desire to learn what varieties are best suited to the local climate should not miss the Saturday show. Prizes will be awarded for the best exhibits of a dozen roses each.

F. G. EXCHANGE GETTING READY TO BUILD

The Fruit Growers' Exchange has leased 150 feet of frontage on the tracks of the Mount Hood Railroad yards east of the Hood River Cannery Company's plant, and are making final arrangements for the construction of a three story storage and warehouse. The first story of the new building will be of concrete and hollow tile. It will have an approximate capacity of 75,000 boxes of apples.

J. E. Ferguson, formerly an architect at Astoria, who was recently elected to the board of directors of the selling agency, will superintend the construction of the new storage plant.

The Fruit Growers Exchange is now making daily shipments of strawberries," says Manager McKay.

WASCO BOY SCOUTS ARE CAMPING HERE

A party of 17 Scouts, of Wasco, accompanied by the Scout Master, Rev. W. S. Crowder, pastor of the Wasco Methodist Episcopal church, arrived here Monday morning for a week or more of camping on Hood River. The boys were enthusiastic little fellows, and made themselves at home in seeing the town. They stopped at the Slocum & Carfield store, where they had their pictures made.

Rev. W. B. Young will preach to the Scouts at the Asbury M.E. church next Sunday morning, and in the evening the Scout Master will occupy the pulpit.

The members of the party were as follows: Marion McKee, Donald and Francis Clodfelder, Ed Miller, Clarence Yocum, Orval Silvey, Clyde Curry, Herbert Ellsworth, Pearl Evers, Max Venable, Lynde Smith, Emory Fuller, Delbert Surratt, Lloyd Royse, Wayland Weld, Mac Crowder and Harold Sices.

SUIT THREATS MAY BE DROPPED

STANTON CONSIDERS THEM LIGHTLY

Officials After Visit to Columbia Highway, Have Praise for Manner in Which Work is Being Done

While the O. W. R. & N. Co. has threatened a suit for damages against the county on account of the delay caused its trains several weeks ago, when heavy blasts were discharged at Mitchell Point, where the Standard-Clarkson Company's men are digging a tunnel for the Columbia Highway, County Judge Stanton thinks that formal demands will be dropped, and that the matter will soon be cleared up.

Judge Stanton says that he has discussed the matter with members of the contracting company and J. A. Elliott, in charge of the work for the state, and both tell him that the blasts were set off with the full knowledge of the railroad's engineers, who, indeed, set the time of the blasts and who offered to have a steam crane at each end of the long line of debris.

Accompanied by County Attorney Derby and Commissioner Hannum, Judge Stanton has inspected the Mitchell Point work. "All danger of delays to trains are now over," he says. "The contractors are progressing very rapidly with the tunnel work. Three tunnels have been cut in the strata of the tunnel and the debris is now being dumped through these. These open sides will make the Mitchell Point portion the most talked of piece of the Columbia Highway."

While on their tour of inspection the county officials visited a point near Starvation creek, where the county, with C. Johnson in charge, is building a line of dry masonry retaining walls. Mr. Johnson formerly had charge of rock work for J. B. Yeon, Multnomah county's roadmaster.

Through some error this piece of work had been left out of the contract of the Newport Land & Construction Co. Although H. R. Newport was recently called on by the members of the county court, State Engineer Cantine and Leslie Butler, member of the advisory board of the State Highway Commission, he refused to do the work at the price quoted in the contract, his price ranging from \$1 to \$3 per yard. Mr. Newport asked \$6.46 for the work, and the county considered that the work could be done more economically if it were handled directly.

Judge Stanton, Judge Derby and Mr. Hannum were taken on their trip west of the city by R. F. Marquis in his automobile.

"The road so far built," says Judge Derby, "looks mighty fine to me. The work seems of the best. It will be August before the tunnel work is completed."

BOY CHASE CREATES EXCITEMENT MONDAY

When Joe Nix and Abe Rosstein, two boys who were hanging around the second hand store of Gross & Boxer on Third street Monday, stole a box of watches, they were detected by Mr. Gross, who demanded the return of the goods. But the boys, striking the proprietor of the store, rushed to the street. Gross made full use of his lungs, also following as fast as he could run. For a few minutes the chase would have made good scenario stunts for moving picture manufacturers.

The boys ran first up toward the K. of P. building. They crossed down across town and headed for the jungles. A dozen or more men and boys were in hot pursuit. E. A. Franz happened along and with a pair of pruning shears, leveled as a pistol, did effective work.

It is probable that the boys would not have been caught had it not been for George Orr and others, who were fishing in the lowlands.

City Marshal Carson says that he thinks the boys are wanted at Pendleton; for he found on them a man carrying a set, reported to have been stolen at that city.

One of the boys, Joe Nix, recently escaped from the Reform school at Salem. He will be returned.

Nix's true name is said to be Nicholas Condiogles. He formerly lived in Portland, but was sent to the reform school for crimes committed in The Dalles.

John O'Conner, a third boy, was involved in the theft from the second hand store. The officers have not yet been able to locate him.

CARSON NIPS PLANS OF BOY DESPERADOES

When City Marshal Carson started home Tuesday evening he was joined by John Zolls. "Let's stop to this back window," said Mr. Carson, and "see what the boys we have here are talking about."

The men soon learned. The boys were discussing plans for escape. They were proposing to strike the marshal the following morning, when he came to feed them, and make their escape. Mr. Carson's Kentucky temper got the best of him at that moment, and he immediately arose, saying, "Here I am, boys, do that trick you were talking of now."

While one of the boys was being examined before Judge Buck, the other broke up a chair, lying the pieces together and reaching with the stick thus formed for a key left in the lock of an adjoining cell, made an attempt to escape.

Prof. McLaughlin's Father Dead

The funeral services of the father of Prof. J. O. McLaughlin, C. S. McLaughlin, occurred at his home, Mar-ble, Pa., on Tuesday, May 24. Mr. McLaughlin was 70 years of age. In addition to Prof. McLaughlin, another son, Dr. Charles McLaughlin, a physician at Freeport, Pa., and his wife were left surviving by the deceased.

Prof. McLaughlin, who was called east on account of the fatal illness of his father, will return home Friday evening.

Mrs. P. S. Davidson is visiting Portland friends this week.